

1 1. A system for remotely qualifying a prospect's data stream transformation project  
2 proposal, comprising:  
3  
4 a remote qualifier site including a phone, a fax machine, and a remote qualifier  
5 computer, further including a qualifier database, an e-mail client, a modem, and a  
6 Web browser;  
7  
8 a prospect site having a prospect phone, a prospect fax, and a host computer  
9 communicatively connected to the remote qualifier computer, further including a  
10 data storage device, host applications, a prospect e-mail client, a modem, and a  
11 prospect Web browser; and  
12  
13 wherein a remote qualifier may remotely qualify a prospect's data stream  
14 transformation project proposal using the phone, fax machine and remote qualifier  
15 computer to communicate with the prospect site to execute the steps of:  
16  
17 determining the prospect's business initiative;  
18  
19 determining if the prospect remains qualified after the previous step;  
20  
21 conducting a cost versus benefit analysis;  
22  
23 determining if the prospect remains qualified after the previous step;  
24  
25 determining a client device interface targeted by the data stream  
26 transformation project;  
27  
28 determining if the prospect remains qualified after the previous step;  
29

1           inquiring about the prospect's host computer, host applications, network  
2           and interface;  
3  
4           determining if the prospect remains qualified after the previous step;  
5  
6           searching for similar prior data stream transformation projects;  
7  
8           determining if the prospect remains qualified after the previous step;  
9  
10          inquiring about deployment timing;  
11  
12          determining if the prospect remains qualified after the previous step;  
13  
14          inquiring about alternative approaches;  
15  
16          determining if the prospect remains qualified after the previous step;  
17  
18          rejecting the prospect as unqualified if the prospect was determined to be  
19          unqualified in a previous step;  
20  
21          requesting a signature on a mutual nondisclosure agreement;  
22  
23          determining whether the data stream transformation project may use a  
24          standard estimate or if it needs further development by an engineering  
25          team;  
26  
27          sending information regarding the data stream transformation project to a  
28          engineering team for an estimate if the data stream transformation project  
29          was determined to need further development, or generating a standard

1 estimate if the data stream transformation project was determined not to  
2 need further development; and

3  
4 gathering contact information.

5

6 2. The system of claim 1, further comprising an Internet host upon which the  
7 qualifier database may be alternatively stored, communicatively connected to the  
8 remote qualifier computer and host computer.

9

10 3. A method of remotely qualifying a prospect for a data stream transformation  
11 project, comprising the following remotely performed steps:

12

13 determining a prospect's business initiative;

14

15 determining if the prospect remains qualified after the previous step;

16

17 conducting a cost versus benefit analysis;

18

19 determining if the prospect remains qualified after the previous step;

20

21 determining a client device interface targeted by the data stream transformation  
22 project;

23

24 determining if the prospect remains qualified after the previous step;

25

26 inquiring about existing host systems of the prospect;

27

28 determining if the prospect remains qualified after the previous step;

29

30 searching for similar prior data stream transformation projects;

1  
2 determining if the prospect remains qualified after the previous step;

3  
4 inquiring about data stream transformation project deployment timing;

5  
6 determining if the prospect remains qualified after the previous step;

7  
8 inquiring about alternative approaches to accomplish the data stream  
9 transformation project;

10  
11 determining if the prospect remains qualified after the previous step;

12  
13 rejecting the prospect as unqualified if the prospect was determined to be  
14 unqualified in a previous step;

15  
16 requesting a signature on a mutual nondisclosure agreement;

17  
18 determining whether the data stream transformation project can use a standard  
19 estimate or if it needs further development by an engineering team;

20  
21 sending information to a engineering team for an estimate if the data stream  
22 transformation project was determined to need further development, or  
23 alternatively generating a standard estimate if the data stream transformation  
24 project was determined not to need further development; and

25  
26 gathering contact information.  
27